

Remarkable Business Ability of Sons of Millionaires

It is a popular platitude that all the sons of an American millionaire are good for is to dissipate as rapidly as possible the millions which have been amassed by the financial genius of his father, and to spend his life in the endeavor to create a leisure class in this democratic country—a class of sports and snobs which shrinks at the very name of business and expatriates itself as much as possible.

This belief is all very well for campaign orators to use for the advantage of their party in the heat of a presidential campaign, or for a space writer in a sensational newspaper to seize as a basis for some giddy tales of the "Four Hundred," but like many popular beliefs it is far from being founded on fact. The truth is a group of financial kings is growing up here in New York that bids fair to rule the commercial and industrial world, and each and every one of them is the son of a man who has amassed millions in Wall street.

Their fathers or grandfathers founded the family fortunes. It is true, and these men have had every possible advantage of education, foreign travel and cultivation of every kind. They have been given time and opportunity to learn the art of living as their fathers never could, there is money enough to keep the family one of millionaires for generations, and yet, in nearly every case, the son has succeeded to the ambition and capacity of his father, as well as to his wealth.

Take Clarence Hungerford Mackay, for instance. His early life held nothing of the stress and strain, the nerve wrenching ups and downs, that put the steel fiber into John Mackay, the California miner, who "struck it rich," yet Clarence Mackay is in every sense "the son of his father."

When his elder brother died, leaving him the heir to the Mackay wealth, and world-wide business interests, he was a quiet but pleasure loving young man, who had little interest in business. Born in San Francisco in the early days of the Mackay prosperity, he was educated entirely in France and England and has passed much of his life abroad. He was devoted to horses, and his racing stables were the envy of princes. He was no "sport," but he was a thorough sportsman, an all around athlete, and a typical young man of leisure.

When his brother died, Clarence Mackay at once associated himself with his father's business enterprises, and so shrewd and keen was his judgment that the elder Mackay gave him full confidence and acknowledged that some of his most successful enterprises were put through at his son's suggestion and by his advice.

At the death of John W. Mackay the young man was in a position to take up the reins of business with such an assured hand that all the Mackay interests moved on as usual. The great racing stables were closed and the horses sold, and Clarence Mackay plunged into Wall street. As is well known, he is at the head of the Mackay-Bennett Cable company, the Postal Telegraph company and the Pacific Cable company, besides being a power in the directorates of the Canadian Pacific Railroad company, the Knob Copper company and many other large railroad, telegraph and mining interests, including extensive gold fields in the Klondike.

He has been the foremost in the enterprise of laying the new cable across the Pacific ocean, and at the great international event of its completion next July he will superintend the sending of a message on its own wires completely around the world in less than a minute.

Mr. Mackay's private life is that of a country gentleman. He and his beautiful wife, who was formerly Miss Katherine Duer, enjoy living at their country seat at Roslyn, L. I., where their interests are simple and their charities wide.

Another millionaire of the second generation who is a great leader in the railroad and financial world, and who is bringing up his sons to follow in his footsteps, is George J. Gould, president of the Missouri Pacific railroad and head of the stupendous railroad combine that has arrayed itself against the Morgan forces.

His two boys, Jay and Kingdon, aged respectively 15 and 14, are being trained already to have some understanding of the Gould enterprises. Their father took them with him on a journey over the Gould roads last winter, that they might learn something of the way in which they are managed, against the time when the vast responsibility of their control will lie in the younger hands.

In every way the boys are being trained to be men of the best type. They live much at Georgian Court, Mr. Gould's beautiful country house at Lakewood, and there they lead simple, healthy, outdoor lives. They have ridden ever since they could walk, and both are noted among sportsmen as expert and fearless polo players. They are quiet and modest boys, as simple and unaffected as only well bred boys can be, and they work like Trojans at

almost as many studies as are exacted from royal princes.

J. D. Morgan, the son of J. Pierpont Morgan, also associates himself very closely with his father's business enterprises. He lives in England and attends to the European end of the Morgan interests. He was appointed special attaché of Whitelaw Reid, the American special envoy at the court of St. James. Like his father, Mr. Morgan is a keen sportsman in many directions, notably yachting, but he allows nothing to interfere with the administration of the vast Morgan enterprises.

Of another type is John D. Rockefeller, Jr., the son of the richest man in America. Mr. Rockefeller is chiefly known as "the good young man of Wall street," and as leader of the Young Men's Bible church at the Fifth Avenue Baptist church, yet that makes him none the less a very thorough and astute man of business. He and his wife, who is a daughter of Senator Aldrich, are known as the most democratic people of the wealthy denizens of Westchester county, where the Rockefeller estate is situated, and both are very popular among the Pocantico hills.

Payne Whitney, the younger son of William C. Whitney, is not like Harry Payne Whitney in his sporting proclivities, but is devoted to country life. He is the Vanderbilt "boy," and has gained a good deal of publicity by his large purchases of land in Long Island, where he has converted a number of farms into a large estate, and has wiped out the old Indian village of Manhasset. He has a decided turn for business, and the Whitney millions are not likely to decrease in his hands.

Gates, is one of the keenest and most successful young business men in Wall street. He is the board member of the powerful firm of Harris, Gates & Co., and is a shrewd and successful "plunger" in the "street." He has a large western following, and may fairly be considered one of the "young Napoleons of finance."

In one sense a man might be called handicapped by being the son of Hetty Green, for Mrs. Green, at the first glance, seems hardly likely to allow much dependence of action in business deals which concern her property. Yet E. H. R. Green is taking his place among the great railroad magnates of the southwest, and is recognized as an able administrator of the millions he will one day inherit. He has had good teaching, if a trifle unconventional, as will be shown sufficiently by a quotation from his mother's advice to young men in general.

"All the capital a young man wants to start successfully in business," declares Mrs. Hetty Green, "is industry, determination, principle. He must be willing to get up early and have a good excuse for going to bed late. He must not waste time in thinking how much work he is doing, but must keep his mind fixed on the end he has in view. I should not advise him to be awake nights thinking how he may shirk or how he may cheat somebody."

"He cannot get along without honest sleep and eating regularly, and at the same time a little social recreation will not hurt him for his work. Society and business do not necessarily clash. A man may be all the better member of society for his business training and vice versa."

"There are two kinds of young men. One intends to take care of his money, the other intends to let his money take care of him. It isn't worth while to give any advice to the second, but to the other, who is a young man of sense and perseverance, I should say, keep out of Wall street. Indeed, it is rash to go in for speculation in any form."

"If a young man has any money to start with, let him invest it safely, and then go to work and make some more. There are plenty of ways in which he can do it. If he wants large returns let him try matchmaking. I don't mean a matrimonial agency, not a newspaper publishing 'Personal' advertisements, but simply the match business."

"Everybody doesn't know this, but it is one of two ventures—a good working gold mine and a flourishing match business—the match business will yield the larger and surer profit."

"About the stock broker's business there are a good many mistaken ideas. If a young man has any money the business is dangerous, for those already in it will get it all away from him. If he is without capital, I suppose he stands as good a chance as any one else."

"A college education is useless for a young man who is going directly into business. If he thinks of making money by being a doctor or lawyer, college will do very well, but outside of the professions a boy ought to begin work as early in life as possible."—New York News.

How an Old Toper Was Treated.
"At my house at Marengo," said Congressman Rumble of Iowa, in the Chicago Journal, "I once had to have a difficult job of plastering done, and the only plasterer capable of the work was so confirmed a drunkard as to be quite untrust-

worthy. He did my work for me, though, quickly and well.
"I sent for him, and he agreed to take the job, provided that as long as it was in progress I would give him all the gin and water he could drink. He said, 'I agree to your condition, sir,' I said, 'but you must let me mix your drinks for you.'
"Oh, you can mix them, sir," the plasterer replied, and he peeled off his coat and got to work.
"Soon he was calling for his gin and water. I gave him a tablespoonful of the gin in a pint of water. He downed the mixture, smiled knowingly, and called for more. He said what my game was, and thought by drinking enough water he could manage to beat me and get enough gin.
"But in his second drink I put a pint of water. That was too much for him; he did not take it.
"I see that I must hurry through this job," he said, and he finished it by working like a demon in less than a day.
"In two years this is the first piece of work I've got done," he told me afterward, "without sandwiching in a drunk or two."

Poe and the Manager.

(Harper's Weekly.)

A well known theatrical manager, who is distinguished rather for his business ability than for his knowledge of literature, was visited not long ago by an aspiring playwright. He had with him, explained to the manager, the manuscript of a play based on one of Edgar Allan Poe's stories, which he was sure was destined to make a sensational hit. The manager consented to look at the play and listened with increasing interest as the playwright read from his manuscript.

He was enthusiastic when the end was reached.

"That's fine!" he exclaimed, "fine! Now, I'll tell you what I'll do. You and Mr. Poe come in tomorrow and we'll talk this thing over."

UNDERSELLING WHITE DRESS SWISS

WITH A VENGEANCE.

20 pieces sheer white Dress Swiss, not a yard worth less than 22½c. On sale, per yard—

12½c

UNDERSELLING PILLOW CASES

WITH A VENGEANCE.

1,000 HEMSTITCHED PILLOW CASES—Two of the best brands—two of the most popular sizes—42 and 45 inches wide, the best 25c Pillow Cases ever sold. One sale at—

16½c

ESTABLISHED 1864
T. A. Aberbach & Bro.
ONE PRICE TO ALL NEVER UNDERSOLD

UNDERSELLING ENGLISH NAINSOOK

WITH A VENGEANCE.

600 yards white soft ENGLISH NAINSOOK, full yard wide, regularly sold at 18c. On sale, per yard—

11½c

UNDERSELLING LINEN TOWELINGS

WITH A VENGEANCE.

50 pieces CHECKED GLASS TOWELING, pure linen, 12 inches wide, cheap at 15c a yard. On sale, per yard—

9c

The Sale of Sales Passes the High Water Mark of Our Biggest Trade Movements

Never such a sale as this in all the long records of the past. Never such Enthusiastic Crowds, never Such Values. The sale has become the talk of the people all over Utah, whose daily trips to Salt Lake are inspired purely and solely by the Unheard of Buying Opportunities in this Great Sale.

Tomorrow it swings into the third week with added lustre in its crown and with greater values than at any previous time since its inception.

Whatever your plans, you owe it to yourself to protect your pocket in our incomparable sale opportunities.

ANOTHER WASH GOODS RACKET!

AND A NOISY ONE IT WILL BE, TOO. DEEPER, MORE RECKLESS, MORE TERRIFIC REDUCTIONS

On All The Finer Wash Goods.

COUNTERFUL OF NOVELTIES READY FOR SLAUGHTER. MAKE IT YOUR BUSINESS TO BE IN THIS DEPARTMENT EARLY TOMORROW. EVERY DAY THIS WEEK AND AS OFTEN AS YOU CAN. IT WILL PAY YOU.

A Clear Saving of 40c on Every Yard.

At 35c a Yard.

At 35c

35c a Yard

At 53c

53c a Yard

At 35c a Yard.

A Clear Saving of 40c on Every Yard.

12½c

Takes unrestricted choice of thousands of yards of Embroidered Swiss, one of the most attractive of wash fabrics. Imported Directly in all the season's newest patterns. Printed Batiste Linens in charming effects. Solid colored Oranien, fabrics that are actually worth and regularly sell up to 30c a yard.

THE GREATEST SILK OPPORTUNITIES YET SHOWN

IT IS THE CLIMAX OF VALUE-GIVING. OFFERING THE GREATEST BARGAIN CHANCES OF THE YEAR IN RELIABLE SILKS.

AT 60c A YARD—Imported French de Sole, best \$1.00 values, in all the leading color shades to select from. Clearing at, yard—

69c

AT 75c A YARD—Our \$1.50 quality Swiss make Taffeta Silks, in all colors, including black, cream and white, 27 to 28 inches wide. Clearing at, yard—

95c

AT 75c A YARD—Shepherd Check Silks, 21 inches wide, very fine quality, in blue and white, black and white; also 100 styles in Novelty Silks; values up to \$2.00 a yard. Clearing at, yard—

75c

WHITE WASH SILKS in widths from 20 to 36 inches, all qualities and finishes, one-third and one-half regular prices. At, yard—

24c, 34, 35c, 48c and up.

YOUR LAST AND BEST CHANCE OUR SHOE DEPARTMENT

Offers extra inducements to shoe buyers for one more week. All our Summer Footwear must and will be closed out at once. Our extra "Cut Prices" will do it.

CHILDREN'S SHOES, BUTTON ONLY, 5 TO 8, WORTH 75c, 50c

CHILDREN'S SHOES, SPLENDID QUALITY, 11½ TO 12, WORTH 79c, 79c

MISSIE'S SHOES, SPLENDID QUALITY, 11½ TO 12, WORTH 99c, 99c

BOYS' SHOES, SPLENDID QUALITY, 11½ TO 12, WORTH \$1.15, \$1.15

All our Children's

Slippers, Ladies' and

Boys' Oxfords slaugh-

tering this week.

BLACK AND COLORED DRESS GOODS ALMOST GIVEN AWAY

Another big slice off the prices for this week

20c, 25c, 30c—ASSORTED PLAIN AND FIGURED CHALLIES, strictly all wool. Clearing price, yard—

36 and 44c

Black and Colored Eolines, silk warped goods, in black, light blue, rose pink, royal blue, cardinal and evening shades; transparent effects; an ideal cloth for your wear. Clearing price, yard—

79c

Suiting Granites—Full assortment of colors, strictly all wool, 33 inches wide, well worth 75c a yard. Clearing price, yard—

44c

Broken lines Voiles, Etamines, Twines, Hosiackings, Mohairs, Stellas, Granites, etc., etc., strictly high grade, worth up to \$3.00 per yard. Clearing, Half Price.

Clearing, Half Price.

A Final Sweep in CLOAK and SUIT DEPARTMENT

FIVE DAYS OF THE MOST STRENUOUS MERCHANDISING THAT ONE-HALF PRICES, AND SOMETIMES ONLY ONE-FOURTH PRICES, EVER ATTEMPTED IN THIS DEPARTMENT. THE CLEARING MUST BE COMPLETE. THE END MUST COME.

White Lawns in endless variety of styles at—

85c, 98c, \$1.25, \$1.49, \$1.75

Just double these prices and you have the exact values; over 300 dozen; every size from 22 to 44.

OUTING SKIRTS

In White Duck Piques, pure Linen Crash and Mercerized Etamines. Skirts that sold at \$2.50, \$3.00, up to \$4.50. Your choice for—

\$1.50

1,000 Ladies' Wrappers that sold at \$1.00, \$1.25 and \$1.40. Red, blue and black grounds; deep flounces and cape yokes. Your choice, each—

75c Each



Shirt Waist Suits

About 50 left in fine Printed Chambray and black and blue ground Duck, with ring dots. Also a few Gingham in small sizes. Values \$2.50, \$4.50 to \$6.50. Your choice—

\$2.45

ALPACA SKIRTS

100 fine grade blue and black unlined Alpaca Skirts, velvet bound, tucked and corded. Value \$6.00. Your choice—

\$3.49

EVERY MISSES' SUIT, LADIES' SUIT, CHILD'S COAT, SILK MONTE CARLO—HALF REGULAR PRICES

1/2 Price

FOR THE THIRD AND LAST WEEK OF THE GREAT JUNE SALE

LADIES' AND CHILDREN'S HOISERY

THESE SPECIALS MENTIONED ARE BUT A FEW OF THE MANY MONEY-SAVING OPPORTUNITIES IN THIS DEPARTMENT, BUT THEY SHOW PLAINLY HOW THE PRICE WIND BLOWS IN YOUR FAVOR.

Ladies black lace striped fine cotton and some blue thread Hose, all excellent wearing qualities, in fast black; the best 35c grades on sale, all sizes, at—

19c

Ladies' black and white striped lace-ribbed lace thread Hose, in all sizes; only 20 dozen of them; best 30c value, on sale at—

35c

Ladies' fast black lace drop stitched or extra fine plain lace thread Hose; splendid 40c qualities, on sale this week at—

25c

Children's extra quality heavy ribbed seamless fast black Cotton Hose, with double knees, heels and toes; sizes 6 to 10; splendid 20c grades, on sale at—

12½c

100 dozen children's full regular made fast black, 1x1 ribbed extra quality medium heavy cotton Hose; sizes 6 to 10; the best 25c stockings in the city, on sale at—

22½c

IF YOU HAVEN'T TRIED THAT LINEN SPICED STOCKING for boys and girls it's your chance this week; all sizes, on sale at a pair—

25c

Ladies' Walking Skirts

\$1.75 Values on Sale at \$1.00

Made of best muslin with umbrella shaped tucked ruffle, trimmed in embroidery or lace insertion and edging, finished in dust ruffle; 6 styles to pick from.

Sofa Pillow Tops

Wonderful assortment of styles. Your choice of the entire stock, selling regularly from 50c to 75c each, for the last week of the Great June Sale, at—

19c

ALL KNITTED UNDERWEAR

CONTINUES TO GO AT EXTRAORDINARY LOW SALE PRICES.

The 12½c grades, on sale at—

7c

All 15c grades, in this sale at—

10c

All 20c grades, in this sale at—

12½c

EVERY OTHER LINE IN LADIES' AND CHILDREN'S UNDERWEAR AT SIMILAR REDUCTIONS.

All 25c grades, in this sale at—

15c

All 35c grades, in this sale at—

19c

All 40c grades, in this sale at—

25c

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